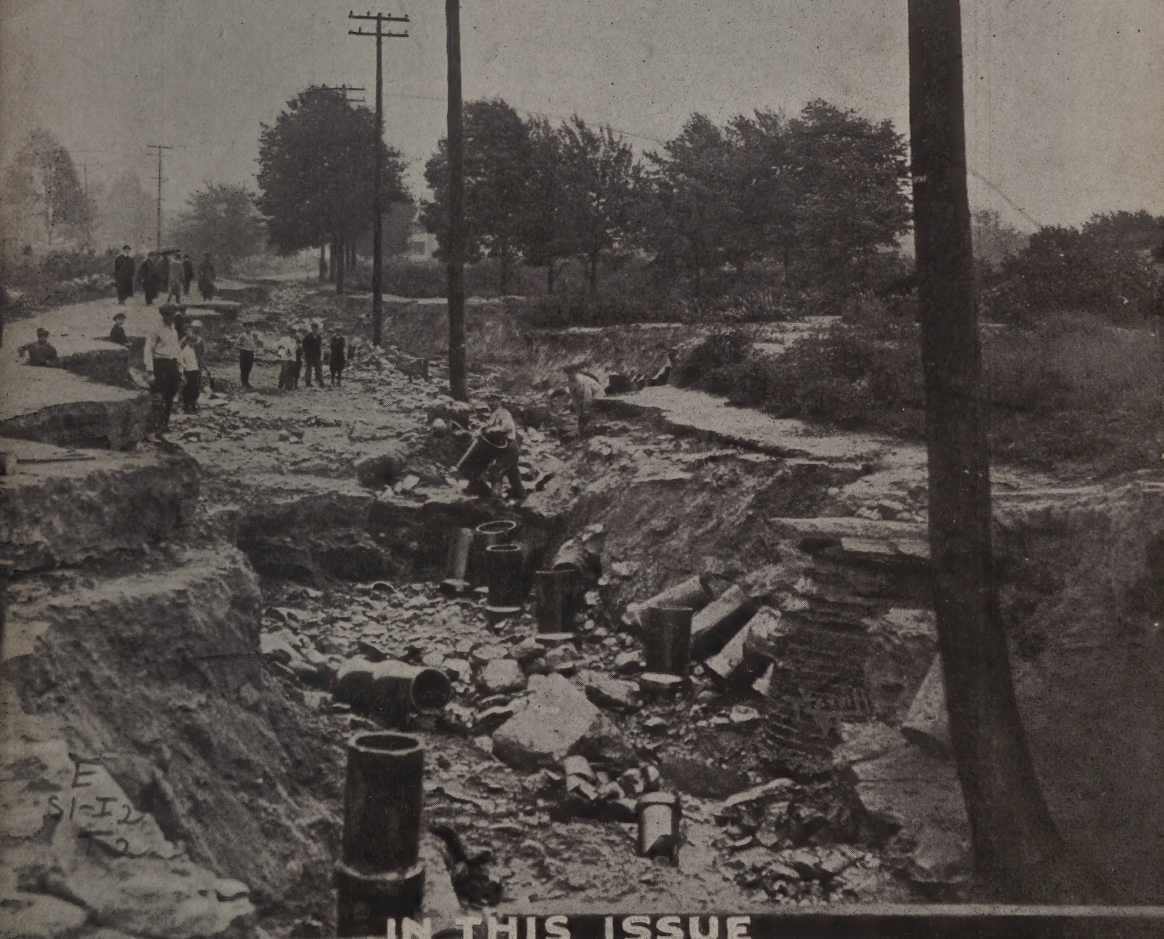


TENNEY SERVICE

SEPTEMBER
1915



IN THIS ISSUE

A STORM — and TENNEY SERVICE

By EDWARD B. RYAN

TENNEY SERVICE

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A STORM—AND TENNEY SERVICE

By Edward B. Ryan, Foreman of Distribution,
Fitchburg Gas & Electric Light Co.

ON August 4th, we were called upon to show some real "Tenney Service." In some way unknown to us the weatherman saved enough rain out of our daily showers to give us a real downpour on this day. Even the celebrated "Oldest

age was not confined entirely to the streets, as the manufacturers along the river toward which all the hill-side storm streams flowed were caught unprepared and sustained much loss.

Between the hours of 10 A. M. and



The Daniels street washout, showing the 4-inch and 8-inch mains which were undermined. Mayor Cook is seen standing directly back of the man who is stooping over picking up paving blocks. Mr. E. B. Ryan is seen turned back to the washout and is talking to the members of the Street Commission. Note the curbstones resting on the 4-inch gas main.

Inhabitant" is stumped when he tries to recall a storm that for street washing effects and general damage can compare with that of this date. Others say, "the worst washout since the flood." Some of our streets were turned into river-beds twenty feet deep. The damage to the streets, it is estimated, will not fall much short of fifty thousand dollars. The dam-

three and a half inches. This caused the Parkhill mill reservoir dam to give away, allowing the water to overflow its usual outlet and run down into Daniels street, destroying gardens and drowning many hens and chickens on its way. It washed out a portion of Daniels street about 20 feet deep, that is estimated by the 6 P. M., there was a rainfall of over

Supt. of Streets Dept. to take approximately 6000 loads of rock and gravel to fill.

In the early afternoon it became evident that trouble was to be expected, and preparations were made to take care of any emergency calls promptly. About 4 o'clock, telephone calls indicating troubles of all kinds began to come in. Poles were reported falling and hanging on wires,

8" gas main is a supply for Pratt, Woodland, and Clarendon streets, and practically all of the Cleghorn District. These mains were entirely undermined for a distance of approximately 100 feet during the afternoon and night, and we realized that if the 8" main broke at this point, which is at one of the highest elevations of the Cleghorn District, our mains in the lower section would be filled



A view of the Daniels street washout taken from Pratt street. Note the curbstones at the bottom of the washout.

and gas mains and services were undermined. Never, in the history of the company, have things looked more serious, insofar as our distribution systems were concerned, than during the latter part of the afternoon and early evening of the date of this storm.

The most serious situation developed at the Daniels street washout. When we arrived on the scene, it looked as though nothing could save our main. At this point our

with dirt and water, which would result in cleaning out and relaying much of our distribution system. We were fortunate enough to have a gate at the head of this washout. We placed one man at this gate with instructions to close it the minute the pipe gave way. As a preventative from the mud and water getting into our mains we supplied several of our men in the ditch with 8" wooden plugs instructing them to plug the main the minute it broke. At the



The stream in center of washout is from the broken sewer pipe. Denney Sullivan is seen repairing the first joint. Jack McCarthy, the second joint. Directly back of Jack McCarthy, Foreman Jack Sullivan is seen standing beside E. B. Ryan.



The worst destruction occurred on Oak Hill road. Our 6-inch gas main can be seen uncovered. Note manner in which we guyed our electric poles. Also note poles resting on bottom of washout.

other end of the washout we dug down and tapped the 8" main, put in a stopper and made all necessary arrangements to cut and cap the pipe with the least possible delay. If it had been necessary to do this, we would have shut off the gas supply from only one tenement block, these mains being looped, and the rest of the district could have been supplied.

Our men worked throughout the

is remarkable how the main stood up under the abuse that it received from falling curbstones and paving blocks. This was very evident by the condition in which we found this main after the water had run off. The main had sagged down 15" and every joint was leaking badly. It was the very efficient work of our men which saved us a great loss and our customers a great inconvenience.



The River street washout. This photo shows the ducts of the New England Telephone & Telegraph Co. and curbstones which were washed in to the yard of the Fitchburg Paper Co.

downpour in swift running water up to their waists bracing up the main, until 9 P. M., at which time the main sewer, which was also undermined, broke and allowed the water to run off. The work was made more difficult by the washing away of the braces, the men finding it necessary to keep on the jump every minute replacing them as fast as they were carried away in the torrent. At times the men were submerged in the water up to their shoulders. It

It was only the prompt action of all concerned, in which our automobiles played a great part in the quick transportation of men and materials that prevented a very serious condition. Our automobiles were also of great service in lighting up the trench during the night. They again came into service patrolling other sections of the city which were in bad condition. We were constantly on the lookout for further trouble, which was not hard to find.

Oakhill road was almost entirely washed away for a distance of 1500 feet. Our gas mains on this street were washed bare for a distance of five or six hundred feet, but not undermined. Our pole line, on which there is a 13000 volt circuit was leaned at an angle of 45 degrees. These poles were pulled back into shape and guyed. One can get some idea of the condition of the line from the photographs shown. The butts of the poles were resting on rocks. The water took the dirt down to the foot of the hill and covered the street and railway tracks to a depth of three feet. When the street department shoveled the dirt to one side it

look as though a plow had been through and left banks of sand five feet high on both sides of the track.

In emergency work such as we were confronted with during this storm, an organization has an opportunity to demonstrate the value of experienced and efficient men. The men who were called upon to protect the public and the company's property, proved that this company possesses such an organization. And one thing more was plainly demonstrated—the willingness with which the men worked to give the people of Fitchburg an example of "Tenney Service."

WHAT THE "IRON MAN" DID FOR THE MALDEN ELECTRIC COMPANY

By Cyrus Barnes, Appliance Manager,

ON the morning of July twelfth the "Iron Brigade" consisting of twelve young men assembled at the Appliance store for instructions and orders were given as follows:

"Demonstrate and take orders." Each "Iron-Man" was given a sample six pound General Electric Flat-Iron and order blanks and a list of our consumers. The boys were given instructions on connecting the iron and the principal talking points. A report was made each night by this brigade and reports made from the list, if iron was sold, customer away, or had an iron. The reports showed that 2481 of the number at home had electric irons and that 1146 people were not at home when solicitor called. We also placed irons with our collection agencies in all parts of our territory, furnished them with literature, order blanks and display signs.

The iron proposition was, \$2.50 cash with the order or \$3.00 for partial payment, 50 cents per month

with electric bill for a period of six months.

Advertising.

With each electric bill we enclosed a return unstamped postal card. We used the regular space in the newspapers.

Special Publicity.

We used a very effective window display, having a fan shaped stand built and covered with purple silk, and upon little racks placed General Electric Irons.

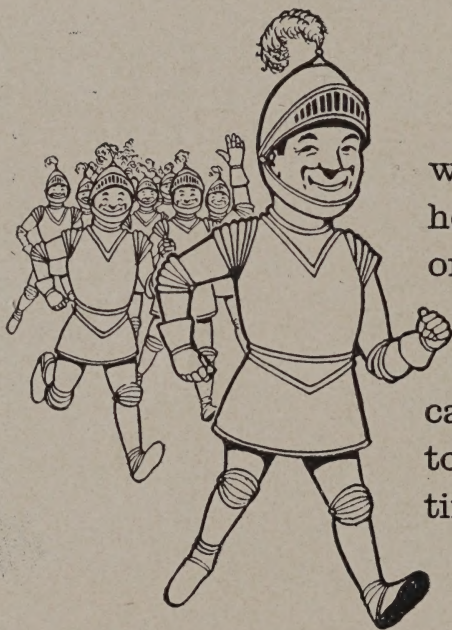
All of the Company's autos and teams had suitable signs, all being phrased differently. Following is a list of some of the signs:

"Don't you want your wife to have an Electric Iron to save her time and strength?"

"Most women would rather do two ironings with an Electric Iron than one with an old-fashioned iron."

"A wonderful preserver of health

The Iron Men Are Coming !



One of them
will be at your
house in a day
or two. Listen
to his story
when he
calls, he wants
to save you
time and money.

MALDEN ELECTRIC COMPANY

J. T. Day, Manager



Advertisement used in connection with Malden Electric Company's Electric Iron Campaign.

and beauty for the woman who irons, the Electric Iron."

"One Electric Iron is all that is required. It stays hot till the ironing is completed."

"Your wife won't be half so tired ironing day if you get her an Electric Iron."

"An Electric Iron in the sewing room saves many trips up and down stairs."

"The wise housekeeper rejoices in the addition the Electric Iron makes to the lighting bill."

"It's a hard matter not to do better work with an Electric Iron."

"Think of the steps the Electric Iron saves the modern housekeeper."

"Invite your husband to do one ironing. You won't have to ask him the second time to get you an Electric Iron."

"If men did the ironing, one thing is sure—all irons would be Electric."

"One using convinces most women

that they can't afford to be without an Electric Iron."

"Ironing is too hard work for most women unless an Electric Iron is used. For most men too, for that matter."

"A woman shouldn't be expected to iron with anything but an Electric Iron, the strength and time saver."

"Put out that laundry stove fire. Get an Electric Iron and do your ironing on the porch where it is cool and comfortable. You can do it in half the time and do it better, too."

We had an illuminated sign on the large Baker Electric truck and paraded this around our territory each night for a week. Saturday evening, July 17 we gave a stereoptican show in Malden Square. This consisted of some of the latest war pictures with an announcement regarding the Electric Flat-Iron Sale and slides showing the manufacture of the iron. This attracted a great many people.

How the Orders Came

	Deferred Payment	Cash
The "Iron-Men" sold	210.....	72
Agents		71
Solicitors and men at Station	55.....	10
Appliance Department	19.....	59
Telephone	4.....	3
Mail	84.....	6
Total sold or placed in service	372.....	221
Number of cancellations		10
Receipts of the Sale were 372 Irons @ \$3.00 each		\$1116.00
Receipts of the Sale were 221 Irons @ \$2.50 each		552.50
Total receipts of Sale		\$1668.50
Total k.w. connected 593 irons of 550 watts each		326.15 k.w.
Estimated consumption per iron per year 60 k.w.—593 irons..		35580 k.w.
Annual gross revenue @ 10c. per k.w.		\$3558.00

This is the most successful Electric Iron Sale we have record of.

WHERE GAS LIGHTING PREDOMINATES AT THE EXPOSITION

(From the Boston Evening Transcript)

IT is evident to every visitor to the Exposition, even to the most casual observer, that gas for lighting purposes is far from being a back number. This source of lighting has been utilized to the greatest extent—in fact, in portions of the grounds, entirely depended upon. One has but to travel through the great State and foreign sections, along the Avenue of Progress, Avenue of Palms, Administration avenue and the Zone to notice the predominance of gas street lighting.

At midnight all electric lighting on the grounds is turned off, and gas is used entirely for patrol lighting, for it is far more dependable and less liable to be affected by the elements.

On the Zone, the playground of the Exposition, the adaptability of gas as an ornamentation scheme is most vividly portrayed. There are seventy-two posts, installed seventy-five feet apart, each post thirty-nine feet in height, and surmounted by a conventional sea horse. At the height of twenty feet from the ground three-quarter inch pipe runs out forming two arms encased in staff work, the sea horse effect being still carried out. From these arms are suspended two five-mantle, low-pressure lamps, giving 900-candle power each. The lamps are encased in lanterns of various designs, the latter being a wooden frame work with canvas covering.

The distribution of gas throughout the Zone is high-pressure, so a regulator is placed at the base of each post, and there also is installed a three-quarter inch by-pass cock; this, in connection with the mercury valve distance lighting equipment, makes it possible to turn on and off the lamps at the base of the post.

The soft, pleasing rays of gas diffused through the vari-colored lanterns give an ornamental and withal a restful look to this street of amusement.

At all of the exits and entrances of the Exposition Grounds low-pressure gas lamps are installed, and burn nightly, and at two of the entrances and all of the exits gas arcs are used exclusively.

Throughout the large area comprising the State and foreign section, high-pressure lamps are installed, one to a post, on 2½ pound pressure, two mantles to the lamp, and giving 1100-candle power.

One enters the "Court of the Universe" at nightfall and from out the serpent-headed urns great tongues of flame dart hither and yon, now flickering, now stretching forth in ecstasy, a weird light from out the past, beckoning—ever recalling the fires that burned on the altars of ancient Rome. This effect is produced by the use of high-pressure gas pouring through one-half inch pipe.

For many years it has been the dream of the older men of the gas industry to make a great exhibit of manufactured equipment used in the gas business, and so, through the efforts of a number of the leaders of the gas business, and the manufacturers of appliances, this consummation came about, and the Collective Gas Exhibit, comprising 10,000 square feet of floor space in the Palace of Manufactures, embodies the realization of their dream.

There is much interest in this Collective Gas Exhibit, but the first thing that attracts, and the memory of which will long remain, is the beautiful artistic lighting effect.

The lighting of the booths in this exhibit, of which there are sixty-one, is entirely with semi-indirect fixtures, either in oxidized brass or

come to, and where one may spend profitable and pleasant hours.

On the posts in the aisles are large single-mantle and two-mantle lamps



The Zone, or Exposition Playground, lighted by a row of seventy-two tall posts supporting 600-candle-power mantles.

Roman gold finish. These lamps are equipped with most beautiful types of glassware. There is no glare, and the lighting arrangement helps to make this exhibit a pleasing place to

at a height of nine feet. These hang on very artistic brackets, and as the lamps are in different colors, they bring about a most pleasing effect, and one which relieves any monot-

ony; and withal, harmonizes well with the general color scheme.

The outside of the building is lighted with five-burner outdoor lamps of special design, so that all visitors entering the Palace of Manufactures are bound to be attracted by the pleasing lighting effect.

It became necessary shortly after

the exhibits were installed in the building to hang signs stating "Lighted by Gas," as many visitors were heard to speak of the beautiful electrical fixtures.

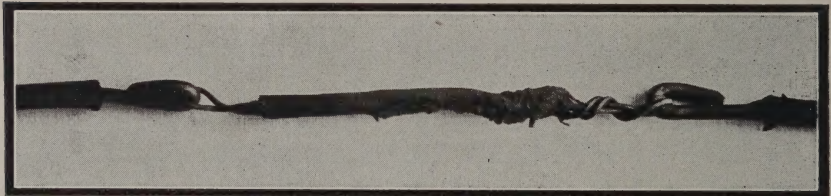
In full recognition of the splendid exhibit made of gas appliances, the Jury of Awards has given the Collective Gas Exhibit the Grand Prize.

"6600 VOLTS WENT THROUGH THIS JOINT"

By G. W. Stiles, Supt.,
Fitchburg Gas & Electric Light Co.

RECENTLY the Fitchburg Company changed the location of their transmission line from their Wanoosnoc water power plant on account of the poles being decayed, having been in place about 15 years. When we took off the No. 4 wire,

kind of a joint, and as a matter of curiosity we removed the weather-proof insulation and found conditions as shown in the picture. Two ends of the No. 4 wire were looped over and a piece of ordinary iron wire passed through both loops and then



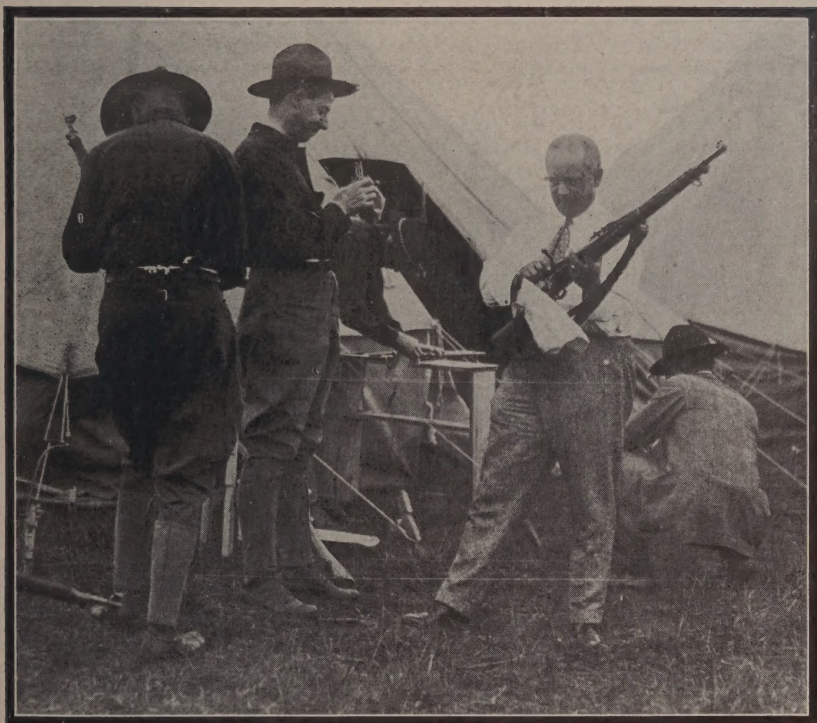
A freak joint disclosed by removing insulation.

some of the poles were very easily pushed over and others we found quite badly decayed. The wire when removed from the old poles was put on reels so as to be easily handled to the new line of poles where we intended to use the same wire. In reeling the wire the man felt a couple of flat places through the original factory insulation which looked as though there was some

twisted, the factory then putting the original insulation and braid over this joint.

This is a 6600 volt circuit and it is quite evident that all the current over this line has been passing through this small iron wire for the last ten or fifteen years. This wire was purchased by the Simonds Company when they owned the water power plant.

SCENE IN PLATTSBURG CAMP



Vice-President A. B. Tenney on arrival at camp.
C International News Service.—Courtesy Boston Journal.



General view of camp.

CONSTRUCTION WORK AT THE SALEM ELECTRIC LIGHTING COMPANY'S PLANT

By Arthur J. Harty, Resident Engineer,
Charles H. Tenney & Co.

THE construction work is now assuming a very interesting and desired aspect, namely that of the showing up to advantage the fruits of the tedious details of the

keep in close touch with every detail, to fully appreciate each and every part of it. To the writer, the most important feature was the absolute accuracy required in the laying out of the preliminary lines to conform with the plans as drawn before the excavation could be done so as to insure the correctness of the superstructure. The foundations as placed consisted of main walls and in interior piers in which bolts were set to receive steel columns. In the placing of these there was not much leeway allowed or that could be made for the steel had to set accurately

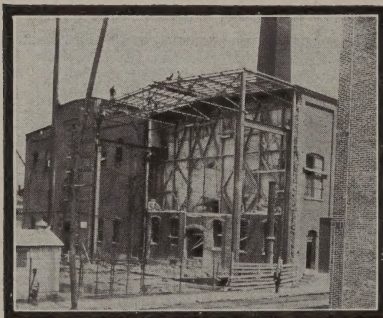


View showing stagings and method of discharging bricks, July 21, 1915. Discharge chute shown in middle.

hidden understructures, such as foundations, piling, and other necessary features as are used in work of this nature, and which to some extent



General view of yard, August 9, 1915.



General view showing engine room extension, July 28, 1915.

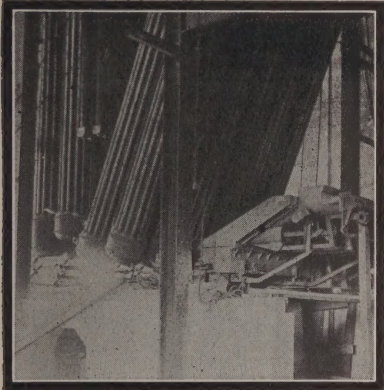
have been spoken of in our previous issues of the magazine.

To realize the entire scope of the work, it is absolutely necessary to

also in such a way that there should be no marked discrepancy where we join into the present building. As most of the steel has been erected, both in the engine room addition and that for the boiler room extension, it has proved that our carefulness in the original work has been fully repaid.

Picture No. 1 gives a very good view of the method we used in tearing down and removing the front wall of our present engine room preparatory to the erection of the new addition as shown in picture No. 2. This work was commenced on the

21st of July and the steel was riveted and in place the 28th of July. The roof on this addition has been put on and only the final coat is necessary to complete same. At the present time of writing the brick walls are being built and we hope before another month passes to have



Typical view of new Bigelow boiler ready for test in old boiler room, August 7, 1915.

this addition in such shape that the interior work of steam piping, etc. can be started. This picture also shows our screen built specially to prevent any dust blowing in on our present turbine that might hinder the workings of our plant during these changes.

Picture No. 3, gives a good view of the beginning of the work of setting the steel for the boiler room addition. The work was started about August 9th, and is now practically erected and we are now removing the old roof of the boiler room, getting ready to tear the front wall down. Inside of the boiler room, No. 8 boiler one of four to be erected, by the Bigelow Company, has been tested out on the 14th of August and all that remains to be done to this is the putting on of the boiler fronts and the brick work and the final connecting of same with our steam lines.

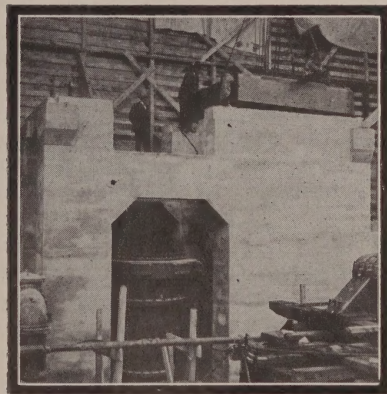
Picture No. 4 shows this boiler as at present. We have started the

erection of boilers Nos. 5 and 6 and hope to begin forms for the foundations for these boilers in a week or so.

Picture 5 gives a view of our new 6250 KW generator foundation. This foundation is approximately 25 feet high and is reinforced with steel. The turbine has been assembled and base plates have been grouted, and is being rushed to completion.

There has been a marked advance in the past month of the electrical installation. All the preliminary cutting over and temporary devices have been completed. The new board has been erected and is now being wired; the old board being taken down and removed as far as is possible. The cement bus structure, work which requires accuracy and care, is nearing completion.

The new 100 KW exciter has been installed and can be put into commission at very short notice if required. Everywhere one can see,



Typical view looking toward engine room extension, showing new turbine foundation, August 7, 1915.

as he walks through the station, new equipment being set up and connected.

The work which we have to do in connection with the Naumkeag Steam Cotton Company is practically completed and everything points to our being able to supply them with current on scheduled time.

WASHOUTS AND TENNEY SERVICE IN FITCHBURG

By C. R. Hayes, Manager,
Fitchburg Gas & Electric Light Co.

NOT long ago our fair city was greeted with a downpour such as had never been her fate before. We have excellent streets and adequate sewers but nothing availed in this instance. The amount of water and the suddenness of the storm served to tax the sewer system beyond the breaking point. Water uncontrolled created tremendous damage to many streets washing out even the sewer pipes themselves in some localities.

It was well that the training of our line gangs and gas men in years past was such that with no questions asked the foreman started their men after the work of repairing pole lines and washed out gas mains well ahead of serious trouble in these sections of the city.

Vacation season finds us short handed at times, but if training counts for anything it is for just such emergencies as this. In this instance with the Superintendent away and the Manager on his way home from Boston on the other side of a railroad washout, the men on the job, the foremen and other men experienced in trouble work asked for no directions, but went to work.

Our transportation facilities were taxed to the utmost in hurrying men to different sections of the city to ward off serious trouble and interruption to service.

The heroic work performed by Foreman E. B. Ryan and his able helpers is well told elsewhere and indicates that the proper remedy was well applied to preserve our enviable reputation for Tenney Service.

The photographs clearly indicate the extent of the storm's rampage which in fact will cost the city many thousands of dollars, all told per-

haps \$75,000.00. The pictures of one of our pole lines showing the temporary guys in place give little evidence of the dangers encountered in preserving service.

Line Foreman Moses Cannon found his gang entirely too small to cover all points in the city where poles were leaning dangerously into the street due to the action of the water in the gutters and around the base of the poles.

Throughout the tremendous downpour scouting parties kept in touch with conditions and ganging the effort of his gang, Mr. Cannon directed the greater attention to the high tension lines on Oak Hill road. Here our lines used for distributing current of the Connecticut River Transmission Company at 13,200 volts and 6600 volts are supported on 45 ft. and 50 ft. poles and in a few cases 60 ft. and 65 ft. poles. It was a portion of this line for a distance of 1200 ft. that was threatened to topple to the ground. The entire roadway was washed out to a depth of ten to fifteen feet for a distance of 1200 ft. Poles were left standing with nothing to support them at the base held in position only by the strength of the six No. 00 copper cables. Six of the immense poles heavily loaded leaning over to an angle of 45 degrees certainly called for clear thinking and quick action.

It was surely expected that this line would snap and drop these poles to the street with much fireworks to enliven the scene. Temporary rope guys were attached to certain of these poles and with strong tackle a real disaster was avoided. The line was finally straightened up and later securely guyed all ways until the work of replacing the street in

proper condition is completed when the temporary guys will be removed.

Much expense to our company was saved by this prevention work and it is much to the credit of our employees that we escaped from the storm without serious trouble and interruption to service.

That our men can step into the

breech with little or no general supervision and take care of important emergency work is indeed encouraging, and they are deserving of full praise for their good work which is much appreciated by a management that is striving to make Tenney Service invincible and above comparison.

OPPORTUNITIES

(Annoymous)

THOSE of us who expect much loud knocking with the coming of each opportunity are doomed to disappointment. There are some of us who complain that opportunities are few and far between. In fact the other fellow's label is all that has enabled us to know that it indeed was an opportunity in some cases.

It just occurs to me to wonder if it is not a fact that the man who gets the opportunities is just the man who has ideas and who does original thinking. Isn't it just this ability to create original thoughts based upon our impressions of things in passing that determines our ability to discern that which in reality is an opportunity for definite advancement?

That this is so is perhaps clear to us when we realize that everyone does not get the same significance from the writings and words of men qualified to speak.

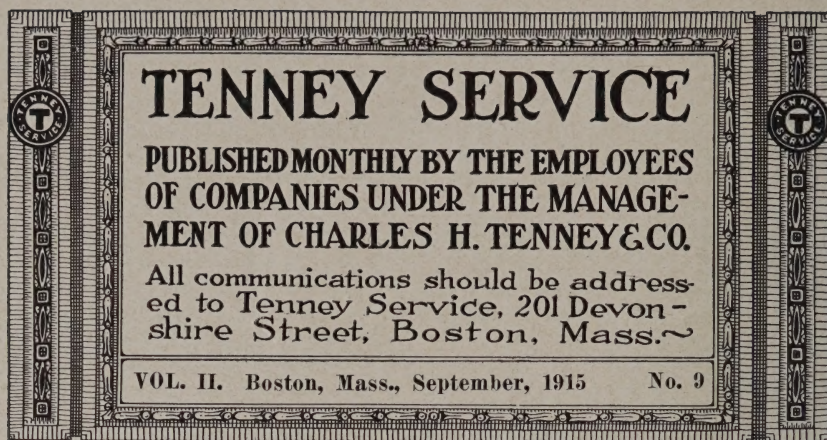
Music does not appeal to all in just the same manner. Some have a

keener appreciation of art than others.

A beautiful scene in nature is met often by dull eyes while to others it is a sublime sight.

The conception of things and the deeper significance behind it all determines what impression is made upon the human mind. The broad active mind will take these impressions and create ideas along many lines resulting in definite action which to the lay mind is simply the grasping of an opportunity. The narrow mind has difficulty in believing that this opportunity did not come ready made with a label on it.

Anyone that fails to find himself literally beset with opportunities on every side may simply look to himself for the remedy. He must seek to train himself along very broad lines that he may increase his powers of comprehension. Every man has inherent in himself a marked ability in this respect and it only needs to be developed.



EDITORIALS

Levin J. Chase, Contributing Editor

RULES AND REGULATIONS

THE successful operation of corporations engaged in public service is impossible without fixed methods. The creation and enforcement of rules to govern routine procedure is a matter of vital necessity for the protection of the company and the public.

Generally speaking these rules are the result of careful and intelligent thought. They represent the wisdom of experts within and outside the organization. They are seldom, if ever, the notions and whims of executive authority. They are not born in dreams or based upon gauzy theories but are evolved from intelligently analyzed experience.

We maintain that these rules are an absolute necessity, without which successful and coherent management would be impossible. We also maintain that the rules are usually sound and reasonable. In other words there is a good, logical or scientific reason for every rule which it may be our duty to enforce.

Such being the case it is the duty of every employe that comes in contact with the public to study the rules governing the management of the utility with which he is connected and the reasons for their existence.

When employes have an intelligent knowledge of all rules, particularly those governing our relations with the public they will be able to explain them to those who have a right to know.

It frequently happens that patrons question the methods and rules of a public utility. At such times the reply comes all too frequently "It's a rule of the company."

That reply neither explains nor justifies the rule. It is a palpable evasion that oftentimes irritates the customer. He is not enlightened by the answer "It's a rule of the company." He wants

to know why we do this and why we require that. When that reply is given he feels that the rule is unjust and arbitrary.

In order to avoid conveying a false impression it is important that employes should know the reasons for the rule and be able and willing to state them pleasantly and convincingly.

A great majority of people are reasonable. When a doubt arises in a patrons mind as to the justice of a rule, it is generally an honest doubt that can be dispelled by intelligent explanation.

One of the best rules that can be adopted by a public utility is to instruct every employe never to answer a patron's "why" with the stereotyped banality "It's a rule of the company."

CONSERVATION OF TIME IN MANY organizations too much valuable time is spent in fruitless conference. Some men are continually conferring with their superiors upon routine matters that they should decide themselves.

Heads of departments are supposed to possess the power of intelligent decision. They are paid for what they know and what they do. They should be able to handle all the ordinary problems of their departments and avoid bothering their superiors with unimportant details.

Moreover, heads of departments should be free to attend to the broader duties of their positions. They should not be forced, as is often the case, to spend most of their time considering trivial matters. Subordinates should be carefully trained as to what things they can decide for themselves and what must be referred to their superior officers.

All subordinates should keep ever in mind that their superior officers may be busy. Make your business as brief as possible and then, move on.

NATURE LOVE of nature is one of the fundamentals of a wise man's religion.

We are not getting the best out of life unless we keep in close touch

with green fields, running brooks and the everlasting hills.

Many men become so obsessed with city life that they actually believe the best things in existence are only to be found in town.

A vacation spent in the country away from the conventions, the noises, odors and intricacies of the city will bring a better and broader view of life.

The man who is worn and weary with the struggle for existence will find in the fields and forests the rest he needs. God made the country, man made the town and if our lives are to be well rounded and fruitful we must know them both.

There is a time for work and a time for rest. Work is the mission of mankind on this earth and in order that we may work and work well it is our duty from time to time to throw off our burdens and rest body and spirit amid the health-giving solitudes of nature.

THINKING MOST of our troubles are the result of loose thinking or not thinking at all. Acting upon impulse or upon meager information is responsible for no end of unnecessary trouble.

We make investments without thinking. We decide important business questions without thinking. We criticise people without thinking.

We form foolish and dangerous habits without thinking.

Thoughtlessness is one of the most serious defects in the human race. We pride ourselves upon our unerring instinct and intuition, and it is not until we land fairly in the ditch that we appreciate the full value of clear and logical thought.

Many questions must be decided quickly and the man best qualified to decide promptly is the man who possesses knowledge and experience. In other words the man who renders a quick decision must know his ground. He must have something in his skull to think with and full information.

Whenever possible it is well to think before we speak and think before we act. Don't plunge into the unknown without full consideration.

Weigh your words both written and spoken. Also bear in mind the vast difference between written words and words spoken. It is far better to think about what you are going to say than it is to regret what you have said. Talk is not cheap when it gets us into unnecessary trouble.

When there is time for thought, think before you act. And when you are acting be ready to shift your gears.

Energy has no value unless it is governed by intelligent thought.

CURRENT BUSINESS LITERATURE

"Getting the Most Out of Business," by E. St. Elmo Lewis.

"Applied Theory of Accounting," by P. J. Esquerre, C. P. A.

"When a Man Comes to Himself," by Woodrow Wilson.

(Recommended by C. R. Hayes).

"The Gentle Art of Collecting Bills," by G. W. Hurn in the "Electrical World, July 17, 1915.

"Electricity in a Massachusetts Shoe Factory," by Thomas D. Bond in the "Electrical World," July 10, 1915.

"Electricity on a Country Estate," in the "Electrical World," August 28, 1915.

"Concentrative Wiring," in the "Electrical World," August 28, 1915.

(Recommended by F. L. Ball).

"Advertising Which Sold Water Heaters," in the "Gas Age," July 1, 1915.

(Contributed by C. E. Paige).



What the Papers Say About Us

LIGHTS KEPT GOING

(From the Fitchburg Daily News, August 5, 1915)

ONE remarkable thing about the storm and subsequent washouts was the service maintained by the Fitchburg Gas & Electric Light Co., which is an exemplification of Tenney Service, made famous under just such circumstances, notably the Salem fire.

Although gas mains were exposed and even cracked by huge rocks and although in many streets, electric light poles were tipped to an angle of 45 degrees and poles sank five feet into the ground. Gas service was intact throughout Cleghorn and West Fitchburg last night, due to the excellent work done by the men of the company, who waded into the washouts and protected the mains and repaired wherever repairing was necessary. Only one house went without gas and that was due to an underground break in a joint pipe from the main pipe. This is true with the light wires also, the men lassoed

the tipping poles on Daniels, Oak Hill, Madison, Depot and Norwood streets, guying them up and propping them so that the "juice" could be transmitted.

The fact that many of the poles were bedded in concrete saved them from falling. Perhaps the best instance of this was the huge pole, about the biggest in the city that is opposite No. 88 Oak Hill road. This pole stood the heaviest sort of banging from rocks and water, but the concrete base held it firm and steady, though above the concrete the pole is badly chipped by paving stones that were washed against it.

Clifton R. Hayes, manager of the company, today commended the work done by the line and repair departments in maintaining the service, and was visibly pleased that despite the heaviest sort of obstacles ever placed in the way of the company, service was so well maintained.

LIGHTING SERVICE WAS IN PERIL

Gas Company's Men Had to Hustle to Save Cleghorn and West Fitchburg from Darkness

(From the Fitchburg Sentinel, August 5, 1915)

THE undermining of the gas mains in West Fitchburg and Cleghorn and the loosening of electric light poles in the latter place caused the Fitchburg Gas & Electric Light

Co. a great deal of trouble and inconvenience Wednesday afternoon during the rain storm. It was necessary to keep men at work in both of these places until late at night and

guards there until the morning in order to guard against the loss of gas and electric service for that part of the city. The unusual extensive washing of the roads required large gangs, and it took all the efforts of these men to prevent a serious crippling of the Tenney service. In fact the conditions were so bad that it was feared at one time it would be necessary to shut off the gas mains which supply the entire Cleghorn district.

At the corner of Eaton and River streets in West Fitchburg, a gang of men were kept busy filling in around the gas main which was exposed there by the water which swept away the earth covering and surrounding it, but there was at no time any serious trouble at this point.

At the corner of Daniels, Pratt and Woodlawn streets in Cleghorn, however, there was a great deal of danger, for the gas main was exposed at a point where it sends off five branches which supply the entire district of Cleghorn. Here the main is eight inches in diameter, and four of the branches are four inches through, while the fifth is a six inch pipe. If any of these pipes had been undermined, the pressure was such that they would have fallen farther into the ground and have been broken. To guard against this the entire junction had to be carefully watched, and filled in with earth, whenever the earth surrounding the pipes began to give away.

At one time it was thought it would be necessary to shut off the gas main, but the men managed to handle the situation so well that this was not done. Foreman Edward B. Ryan had charge of this part of the

work, and his clever handling of it was largely responsible for the continuous gas service which the residents and merchants of this district received.

A great deal of trouble was caused by the undermining of poles in various parts of the city by the water. One pole on Norwood street was washed clear of dirt to its butt, and sank six feet. Guy wires were set to hold it in place. On Depot street a number of poles carrying many heavy wires were loosened and leaned over into the street. Temporary guys were placed here to hold them in place until they could be permanently relaid. On Madison street a few poles were undermined and there was great danger of the wires falling into the street, but a gang of men was rushed here and the poles were temporarily cared for.

The greatest damage to poles was caused on Daniels street in the Cleghorn district. Here the poles for almost a thousand feet were made unstable, and nearly all of them toppled over to acute angles, some of them nearly touching the ground. Lineman Moses Cannon had charge of the work here. He had the poles pulled into place with guy ropes, and holes filled in wherever there was enough dirt to make this possible. These poles carry the wires which supply the Crocker-Burbank, DeJonge and Parkhill mills.

Today permanent work was begun toward filling in the exposed mains and undermined poles. While a great deal of trouble has been caused the Fitchburg Gas & Electric Co., the damage caused by the storm will not be very great.

INVESTIGATE NEW STREET LIGHTING

(From the Salem News, August 12, 1915)

THE city directors and Manager S. Fred Smith of the Salem Electric Lighting Co. of this city, last

night visited Haverhill and Lowell to view the white way lighting systems of those hustling cities. The Haver-

hill system which lies very similar to that in Beverly, made the most favorable impression on all concerned. The Lowell street lights, to the Salem city fathers, were too close

together. In other words, they feel that there is no necessity for such a large expenditure of money on a white way. The party returned at a late hour last evening.

WHY POLES ARE STILL STANDING

Salem Electric Lighting Company Laying Underground Conduits as Fast as Possible—Have Big Job on Hands

(From the Salem News, August 7, 1915)

A SALEM gentleman a few days ago entered a loud complaint to a News man against the Salem Electric Lighting company, claiming that, notwithstanding the company had been granted permits to lay conduits through the streets of the city, yet he could not find a place where a single electric light pole had been removed. He hoped that The News would take up the matter and inform the public why such action has not been taken. General Manager Smith is always a busy man, and several attempts to meet him failed, but finally yesterday afternoon a News man found the manager at his desk in the new office of the company, and stated his errand.

The two then started for the works on Peabody street, and there found Superintendent of Conduit Work John Aulin. Mr. Aulin explained that the work was going along as fast as possible, and that before the season closes, all poles used solely by the electric light company in its conduit zone will come down. Poles that are used jointly by the electric light, the telephone and telegraph companies will remain until the last two can put their wires under ground, although the telephone has nearly all its wires underground.

A few years ago a conduit zone was laid out by the company and it was given until January 1, 1916, to lay the conduits in that zone. The zone extended from the station on Peabody

street to Lafayette street, thence to Harbor street, then back from Peabody street, through Lafayette, Central, Essex to Union, St. Peter, Brown, Howard, Bridge to North street; St. Peter, from Brown to Bridge street; Essex street from St. Peter to North street and down Summer; Essex street through Liberty to Derby street; Derby street from Union street to the Fairfield dock, where operations have been stopped

Owing to Changes

to be made in the property, but will go ahead as soon as the lines are established; Charter street, from Liberty to Elm and Walnut streets, where operations are again suspended, waiting developments in the Elm-Walnut street widening, and the extension to the point district. The conduit work on Washington street to the Boston & Maine station is held up, because the company has been waiting the action of the railroad company regarding its crossings, but since there is no prospect of the railroad people going ahead with their plans for some years to come, the electric light people are taking the initiative and will connect in the very near future, all conduit sections, east and west of Washington street. This will enable them to take down poles that are their own individual property. Mr. Smith told The News man that the Tenney people have the disposition to push their work as fast as possible, and are doing so. It

will be impossible to complete the work January 1, 1916, and an extension of time will be asked. As soon as business requires it, conduits will be extended to all parts of the city, just the same as are water pipes. Of course this will take a long time, but the company will not be behind in its part of the work.

Mr. Smith and The News man went into the electric power station on Peabody street. There, everything is

undergoing a change, and with the big machinery being installed, the scores of men at work, and the enlargement of the plant, the wonder is that the light company is able to do anything at all for its customers. An engineer from the General Electric Company, Boston, is superintending the installation of regulators and changing the switch board arrangement and everything is going forward in fine shape.

TENNEY SERVICE OFFICIALS TO LEARN TO BE SOLDIERS

(From the Malden Evening News, August 10, 1915)

AMONG those who went to the U. S. Army barracks at Plattsburg, N. Y., last evening to train to become army officers were Albert B. Tenney of Lexington, vice president

time they will go through most exacting training. Gidney, who has been one of the world's greatest running high jumpers has kept in training and is in the pink of condition. His



Messrs. Tenney and Gidney in the trenches.

of the Malden Gas and Electric companies, and his head bookkeeper, Herbert A. Gidney, 143 Dexter street.

Messrs. Gidney and Tenney expect to be absent four weeks during which

chief, who is much stouter and heavier than Gidney is also in fine condition physically and ready to meet any duties Uncle Sam's officers may impose upon him.

ELECTRIC OFFICES OPEN

Reception to Public in Handsome Colonial Quarters

(From the Haverhill Gazette, August 9, 1915)

TODAY was the opening of the new offices of the Haverhill Electric Company at 119 Merrimack street and the general public received a cordial invitation to inspect the attractive structure. The building is Colonial throughout from the pilasters and dormer windows to the banjo clock that was secured by Manager Ball and occupies a prominent place in the downstairs office. The building is considered an unusually fine specimen of architecture and was designed by James T. Ball of Boston, an uncle of Manager Ball. Even the bricks are real Colonial and around 100 years old and only the terra cotta work is new. The awnings at the windows were bought with a view to carrying out the general Colonial scheme and the inside furnishings harmonize with the exterior.

The clerical work of the office is done entirely upstairs, keeping the downstairs room for the customers. A dumb elevator takes the bills upstairs to the office doing away with the idea that it is necessary to have the clerical force on the same floor as the one on which bills are paid. The lighting is especially commendable as there are windows on three sides of the office and the building is equipped with semi-direct electric lights, making it unnecessary for the office help to have desk lights.

On the same floor is the manager's office which is simply but attractively furnished in Colonial style.

A steel vault is placed on each of the three floors. There is a switch board on the third floor through which all the telephone calls come and the executive work of the office is done here entirely.

On the second floor the office

manager and appliance manager have offices. The floor is of keystone tiling, an innovation in Haverhill. The lighting is semi-direct and the appliances are finished in bronze. Here the newest and most modern electrical facilities for housekeeping are displayed. An electrical washing machine is perhaps one of the most popular of the contrivances exhibited. Mr. Ball said that many of these machines have been sold in Haverhill and that they have proved very satisfactory.

An appliance of interest to women is a curling set which consists of a comb, a curler and a waver all in a handsome ebony box. Then there was a heater for a baby's milk which ought to prove a boon to Haverhill parents. Of course there are the usual chafing dishes, toasters and percolaters, but another odd appliance was a sewing machine motor. The electric range excited a little favorable comment as well as the numerous electric fixtures which were both artistic and useful. Everything that is new in electrical contrivances is to be found here and the offices are fitted up with the most modern apparatus.

In the basement there are several interesting electrical machines. The business department is greatly facilitated by the graphotype that is in the meter room. The machine automatically addresses the envelopes and the bills that are sent to the customers and makes plates of all the names and addresses of the people with whom the company comes in contact. There is also a stationary vacuum cleaner in the basement which is piped to all parts of the building and to which hose may be attached in three different places.

The basement is equipped with steel lockers for each man and woman employe as well as a room especially set aside for the women. On the third floor a rest room for

the women has been built for the more especial use of the office employes.

The top of the building is outlined with 200 incandescent lights.

PROFITABLE NEW BUSINESS

By H. D. Larrabee, Manager,
Consolidated Lighting Co.

JUDGING from certain personal experience, as well as observation of the tendency of others, it certainly appears that in securing new business there is a great temptation on the part of every outfit to spread out. It always looks attractive to build a line extension of 4 or 5 miles to get 100 new customers and many times such extensions will be put through—or at least recommended when there is great difficulty in showing that the cost of the extension would be in any way a safe investment. Very often such an extension would be built when the probable revenue will be just enough or even a little less than is necessary to carry the expenditure—depending for the substantial return which is hoped for in the growth of the new territory added.

This, of course, is bad enough although it may be excused as a natural tendency to make a showing but it generally transpires that immediately a given extension is completed the growth of the new territory which had been advanced as an argument is forgotten and energies are bent toward making another extension. It would not be fair to say that this is common practice, but this is certainly a very strong temptation and undoubtedly gives the utility the

name of being very progressive, but it also gives the utility the most expensive kind of new business.

We have criticised contractors for chasing out into new territory for unwired houses, or new houses being built, and passing on their way to such territory a number of unwired houses which are good prospects, but we are still very liable to do the same thing ourselves.

In other words, we are liable to seek the unknown and pass up many good prospects along the line of existing mains, forgetting perhaps that in the average case it is only necessary to get about 10 or 15% of the amount of available new business along existing lines that it would require on a new extension for the same return. These remarks are made with a feeling of considerable security for the reason that we know this tendency to exist in our own organization and therefore do not feel that we are necessarily criticising anybody else. It would seem a far more profitable way to expend many an effort for new business in the nature of concentration, rather than of extension—giving every attention to places along existing mains which are not using service or which have for some reason or other been discontinued.

COMPENSATION

(Anonymous)

WHAT determines our worth?

If we could but have the answer it would, we think, be easy to shape our course and receive a compensation for our efforts more in keeping with our own estimate of the value of our work.

Is there we wonder any law that governs that apparent lack of appreciation on the part of executives and managers when it comes down to a man's worth?

Is it a fact that one man may be worth only \$1,000 and another perhaps of no greater age or experience worth \$10,000?

Again, what attitude is to be expected by those in authority, when a man comes along with exceptional rapidity? Will he be paid in accordance with his true worth, or is there some fixed rule as to a proper rate of increase in all cases?

These are questions that have arisen in the minds of many, especially those who for some unknown reason have not advanced in the matter of compensation as had been expected.

To these let us give hope. There is no fixed price for any man's work. The price paid must be in keeping with the true value of the work rendered. If one man will not pay what you are worth there is some one else who will.

However, it rests with you yourself to demonstrate the true value of your work. No one else as a rule will do this for you. It is not sufficient for you to simply have a private opinion of your value. This does not increase your salary one dollar unless you are

able to impress someone else with your true value.

It is a true fact that you will find a spirit of willingness on the part of others to be shown. If you find that your worth is not apparent do not blame others. In fact don't blame yourself because that really will not help, but you can be sure that the reason rests with yourself and if you take the right course a sure remedy may be found.

The question to ask yourself is simply this: Am I progressing and improving constantly? Unless you can satisfy yourself that you are growing in ability and capacity daily you may be sure you are going backward. Progress is relative for while you may be standing still some one else is going ahead so that relatively you in fact are going backward.

The man that is going to get more money is the man that is constantly outgrowing his present job. The only way that he can outgrow his present job is to take advantage of the opportunities that exist right at his feet in connection with his present work. If he can do his present work well he is that much better able to do more important work well.

The chance for demonstration is right on your present job. Don't look with longing eyes at the other fellow's job, thinking that you are better able to do that work than your own because if you have fallen down here you will there.

Excel at your own job before you give thought to something bigger.

Eternal progress must be your aim and ultimate goal.

TENNEYGRAMS



CONSOLIDATED LIGHTING CO.

On July 13th at the regular mid-year meeting of the Directors of the National Life Insurance Company at Montpelier the fifth increase in their scale of dividends was made, and as a result this Company will pay to its policy holders for dividends in 1916 the largest single sum in its history, \$1,350,000.

The Public Utilities Commission of Illinois following a hearing in the case of Jacksonville Railway vs Motor Transportation Co., of Jacksonville, endeavoring to restrain the latter from the operation of jitneys on the ground that it is a duplicate and unnecessary service, have handed down a decision that under the Illinois utilities law the jitney comes under the jurisdiction of the Public Utilities Commission.

Judge Owen B. Thompson, one of the commissioners, states in part:

"While the means of transportation is other and different from that furnished by the ordinary street car, it is of the same general character. Street cars operating upon the streets are subject to regulation and control by law. This commission has authority under the law to inquire into the character of the service rendered and the rates or charges made for such service. They are required to furnish a schedule as to the rates and also as to the movement of the cars.

"A street railroad is necessarily a

monopoly among the streets where it operates. So long as it can furnish adequate service at reasonable rates no other street car company would be authorized to invade the territory where it renders service. Public corporations, like street railroads, have no means by which to obtain money for the operation of their business except such as is obtained from the public. The public are interested in a public utility for the reason that they rely upon it for service. The public utility can render that service only through the support that is given it by patronage. The public's interest goes to rates and service and is not concerned as to the individual or what the corporation is that renders the service.

"It follows, therefore, that if the jitneys enter upon the use of the streets to carry people for hire and ply their business along streets occupied and used by street railroads engaged in the same general class of business, the result must necessarily be that the operation of the jitney bus will reduce the income or revenue of the street railroad in proportion to the business it takes from the railroad, and if the service being offered by the utility already organized and operating in the field is adequate and reasonable in rates, there would be no necessity for another public utility to operate in that field.

"Prior to the enactment of the public utility law of this and other states, the only means for the regu-

lation of the service and rates of public service corporations rested in competition. With such comprehensive law for the regulation of public utilities as exist in this State, competition is no longer essential to the protection of the public, but that protection is found in the authority granted the commission to investigate all matters concerning rates and service and make such rules concerning the same as are found to be just and equitable.

"We do not wish to be understood as holding or intimating that cases may not arise where it would be a public convenience and necessity to have the so-called jitney busses in operation. A certificate of convenience and necessity might be granted for the transaction of such business along streets and avenues of the cities and villages where no adequate or sufficient transportation is offered by any other public service corporation, and when such a case is presented to this commission, and if it is held that such certificate should issue, the commission will do so upon the condition that the company wanting to conduct such business shall first obtain all necessary licenses or permits which the local authorities shall require.

"In what is here said with reference to this case, we are simply following the law concerning public utility companies, and giving renewed expression to the principle that this commission will not favor granting the right to any new public utility to invade the field where another utility operates and is able to render adequate service at reasonable rates.

"Since the law authorizes this commission to say what rates are reasonable and what character of service is adequate, it must go a step farther and make such rules as will protect the life of the public service corporations which are required under its control to serve the public."

HAVERHILL ELECTRIC CO.

Thomas D. Bond, Correspondent

I've had my vacation and am glad to get back.

On August 11th, Mr. Harry F. Small, the newly elected City Inspector of Wires, commenced his duties.

Our old friend, Bill Klingman, of the Westinghouse Machine Co., has been here inspecting the turbines.

The line extension to Salem, N. H. has been completed and the juice turned on August 20th. 19606 pounds of No. 0, 2295 pounds of No. 2 and 34 35-ft. poles were used.

Cliff. Gordon, George Whiteley and Ernest Prevost spent a pleasant week at Lake Pawtuckaway. They had plenty of fishing and weather for same.

Michael Patterson is a new addition to our office. He has taken Irving Abbott's place, who has come to our new office as janitor.

Increased construction, installations, etc., has made it necessary that we enlarge our line gang. There are now fourteen men in this gang. A new line team has also been added and is in charge of Charles Woodes. The new men are: E. Ryan, L. Brock, F. Greenough, W. Holt, (line men) and W. Porter and C. W. Gammon, ground men.

The City of Haverhill has authorized the placing of six new street lights on Primrose street. This will necessitate the erection of ten new poles; four street lights on Golden Hill Road have also been put in.

S. S. Sharples, of the Meter Department, spent his vacation at Plum Island.

J. J. Clifford, of the same department, went fishing at Castine, Maine.

Manager Ball's large roll top desk has been appropriated by Supt. Frank. Mr. Ball has a flat top now, to comply with the edict—"No roll tops in the office."

The remodelling of buildings on Merrimack street is going merrily on. The Liggett Drug Company have literally torn their place all to pieces and will install one of the most modern, up-to-date drug stores in this part of the state. They are also enlarging by including the store that we occupied temporarily.

The stores in the Masonic Temple, which were occupied by the Haverhill National Bank, are being remodeled.

Peabody's music store has been purchased by the Rosengard Furniture Company and will be thoroughly remodeled.

Rents have increased about \$1000 a year in a number of cases.

The 275th anniversary of Haverhill will be commemorated on October 10th and 11th, 1915. A mass meet-in on Sunday, a monster parade and fireworks on Monday are a part of the contemplated plans.

Miss Gertrude Prendergast of the stenographic force, spent her vacation at the beaches.

Joseph McCue has been added to our office force, in the capacity of office boy.

PEOPLES GAS & ELECTRIC CO.

L. W. Bradley, Correspondent

After a year of loyal service, our meter reader, Earl P. Oliver, leaves the employment of this company to

enter the Boston Conservatory of Music where he hopes to finish a four years' course in vocal study.

Mr. Wm. Rude enjoyed a short vacation with his parents in New York.

Mr. R. E. Harford also spent a few days with friends in Northern New York State.

It might be interesting to know that the Hessler Mfg. Company of this city have installed a 35 h. p. motor, which they will use to manufacture rifles for the allies.

August 12th, 1915.

Peoples Gas & Electric Co.

Gentlemen:—On my visit last week to Oswego it particularly came to my attention in looking over the plant how much improvement has been made on this plant during the past year and a half. For a plant which was in the condition this one was when the Company took it over, and the general surroundings, buildings, etc., and the need of extensive improvements in order to put the plant in good physical condition, it certainly is a great credit to the management and to the men who have done the work for the decided improvements which have been made in every portion of this plant.

I think particular credit is due because all the work has been done by their own men without hiring extra men; and it also shows what paint can accomplish toward keeping a plant looking at its best.

I have not yet seen a plant which is managed by this Company, considering all the surroundings and conditions, which is kept up any better than the Peoples Gas & Electric Company.

Yours very truly,

F. C. SARGENT,

Engineering Manager.

Charles H. Tenney & Company

ROCKLAND LIGHT & POWER COMPANY

T. F. Odell, Correspondent

The Commissioners of the Palisades Interstate Park who are building the New York-New Jersey boulevard which in addition to boulevards already built will provide a continuous boulevard following the Hudson River from Fort Lee, N. J., to West Point, N. Y., have improved the land at the foot of Hook Mountain in Upper Nyack and opened it as a recreation park. Facilities for bathers and picknickers have been provided and a Jitney Bus service established.

There are many natural beauties at this spot.

Messrs. John and Sylvester Ross, Harry and Fred Ebbets and Charles Whetstone spent one delightful week of their vacation touring the Berkshires in the former's car which loaded down with camp equipment, supplies and enthusiasm must have excited no small amount of wonderment to the natives of the good old Berkshire Hills, although they are really quite inured to the ways of visiting "foreigners" each summer. We hope John will give us a story concerning the trip for our next issue.

Our pulmotor has twice been called into service on drowning cases during the past month and the rescue crew—Messrs. J. E. Smith and J. J. Ross—worked valiantly in each case to defeat the Grim Reaper who lurks in the waters of the Hudson. The first call came on July 30th and proved to be an unusually sad event. A well known young man accompanied by his father and several friends had gone for a mid day swim off the Main street dock and

after sporting about for some time in the water essayed a dive from off the dock. As he did not immediately re-appear his companions at first thought he was "fetching" under water, but his father becoming alarmed, sprang into the river and when he came to the surface he bore the limp form of his son in his arms. A hurry call was sent for a physician, who in turn directed that an auto be sent for our pulmotor, which was swiftly despatched on its errand of mercy in charge of Messrs. Smith and Ross. Although at the outset the attending physician could not detect any heart action, after about half an hour, encouraging signs appeared and in less than an hour the patient was on his way to the hospital in a semi-conscious condition, apparently destined to live. The pulmotor and its skillful operators had performed their work well. However, it was later found that in diving, the young man's neck was broken and this resulted in his death two days later after having been restored to full consciousness.

On August 14th a young woman in the employ of a prominent family in Nyack while swimming was seized with cramps and before aid could reach her she drowned before the eyes of her frightened companions. Her body was recovered in about ten minutes and a call sent for our pulmotor, which was quickly on hand, but the fight was a hopeless one from the start.

Much favorable comment has been heard in regard to the public spirited and humane policy of our company in this particular instance of our effort to more fully promote our ideal of public service.

During the past month we sold one No. 2 and one No. 6 Beler heater and another order is assured for either a No. 4 Beler or Ruud. The Beler heaters we have already in-

stalled are giving excellent satisfaction.

On August 8th the stork winged its way to the home of Mr. and Mrs. R. H. Drummond left with them a bouncing baby boy. On the 13th this busy bird left the same kind of a boy at the home of Mr. and Mrs. C. M. Colby. (Probably two new members for Mazeppa Engine Co.)

The new rate recently put into effect in our New Jersey territory for electric lighting service has been favorably received by the majority of the customers concerned and we expect will prove a good agency for our New Business Department.

The Scandal Club will meet at midnight to discuss the latest events about town.

SALEM ELECTRIC LIGHTING CO.

W. P. Verry, Correspondent

The output at this station for the month of June was within 3% of what it was in June, 1914, the fire occurring on June 25th of last year.

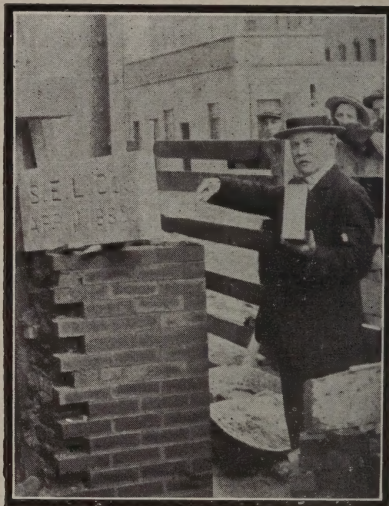
For the month of July our increase over the previous year, which was the first month after the fire was 50% notwithstanding we do not now have the Bay State Street Railway Co. or the Massachusetts Broken Stone Co., both of which customers were very large users. It is very evident therefore, that we have practically reached the normal conditions that were in effect at the time of the fire.

We have just added a new 1,000 pound Walker electric truck to our rolling equipment. This is a much needed addition and will be used for light line work, although it can be used as an all around wagon if

needed. The battery is an exide iron clad of 42 cells.

A new Ford—1916 model has been purchased for Superintendent Kingsley to replace his old car.

Mr. H. E. Jenks, inspector of overhead lines and structures, is now in Salem sizing things up, and will probably be with us through September. From the way Mr. Jenks has started in, it looks as if all poles and wires would have a thorough examination when he has been all over the city.



Manager Smith laying the new corner stone of the new station.

The men's department of Dan A. Donahue's clothing store was equipped last May with G. E. form 2 Novalux units, which consume about 230 watts and give 400 C. P.

Mr. Donahue is now so well pleased with this form of lighting that he has replaced the remaining twenty arcs in his ladies' department with the same type of lamp.

This change gives him a better lighted store with a considerable saving in current over the former method of lighting.

SPRINGFIELD GAS LIGHT CO.

Lloyd A. Galbraith, Correspondent

Work on our high pressure extension to Thompsonville, Connecticut, to supply the Northern Connecticut Lighting and Power Company is progressing rapidly. The pipe has been distributed along the entire proposed location and about 3,000 feet are in the ground. The Springfield Navigation Company has started dredging where the extension is to cross the river at a point just north of the Connecticut line.

To advance the sale of stoves and other appliances in our new territory in South Hadley Falls, the home of Mt. Holyoke College, we set up a tent on College street in that town and held a two-weeks' "campaign." Mrs. Katherine Dwinell of Malden gave six lecturing demonstrations on the methods and advantages of cooking with gas. The campaign proved a success in every way, and we feel well repaid for our time and expense in advancing the demonstrations.

At the invitation of "Commodore" Fred K. Wells, New England, manager of the Pittsburg Water Heater Company; Mr. Eugene Milliken, treasurer, and Mr. Edward Bliss, industrial appliance manager, journeyed to Boston Monday, August 9th, and embarked on the good ship "Griswold" for a day at deep sea fishing. When Mr. Bliss was interviewed by the local correspondent, he told of the many strange and large fish which were caught. These included one strange sea monster in the form of a large anchor with about fifty feet of good rope attached thereto. When Mr. Bliss was asked to describe his catch he hesitated somewhat, but finally admitted that his luck was not with him, and

that his only catch during the day was one sea robin twelve inches long. Mr. Milliken refused to be interviewed. Perhaps his luck was better and he did not wish to make Mr. Bliss' success seem small in comparison.

Mr. W. H. Bradley, manager, and Mrs. Bradley returned home Monday, August 16th, after spending a month at Spoffard Lake, New Hampshire. Mr. Bradley reports a very enjoyable time and a good rest.

SUBURBAN GAS & ELECTRIC CO.

Harry M. Frank, Correspondent

We have been in the absent column for the past two months owing to the serious illness of our correspondent, Mr. I. H. Sternberg. The writer will try to make this column as interesting as possible in the future.

The weather during the first week of August has broken all records. The concessionaries at the beach were closed practically every night. This coming on top of the very bad weather during June and July will probably make the season from a business standpoint one of the worst in its history. This of course has a very material effect on our business.

Our vacation period is practically over; Miss Mary Mulligan spent the past two weeks of July on the farm at North Revere; Miss Florence Chisholm was at the family camp at Windham, N. H.; Miss Helen Hamilton at Portland, Me.; Mr. William Macaulay at Southport, Me., and Mr. Lewis Fitzhenry with the mermaids on the sands of Revere Beach, during the first two weeks of August.

Our manager, Mr. C. F. Chisholm, spent a few days salmon and trout fishing on Rangely Lakes, Maine. He reported excellent luck, having angled four fish every day he was there, which is the limit allowed by the Fish and Game Commission. He did not mention the size of the fish captured, but will be glad to grant personal interviews on the matter.

Monday, August 9th, Revere was visited by one of the worst electrical and rain storms in its history. Lightning struck in four different

places, but luckily did not do any material damage. Our electrical department was kept busy for the next twenty-four hours answering calls to repair damage caused by the storm.

Our flower garden at the works was in full bloom this year and visitors were very much impressed by its beauty. We have nasturtiums in five varieties, gladiolas in eight colors, (bulbs taken from flowers winning the Blue Ribbon at the Rockingham Fairs), astors, sweet peas, dahlias and cannas.

FROM "YOUR FORCES AND HOW TO USE THEM"

By Christian D. Larson

(Contributed by H. A. Gidney)

PROMISE YOURSELF

TO be so strong that nothing can disturb your peace of mind.

To talk health, happiness and prosperity to every person you meet.

To make all your friends feel that there is something in them.

To look at the sunny side of everything and make your optimism come true.

To think only of the best, to work only for the best, and to expect only the best.

To be just as enthusiastic about the success of others as you are about your own.

To forget the mistakes of the past

and press on to the greater achievements of the future.

To wear a cheerful countenance at all time and give every living creature you meet a smile.

To give so much time to the improvement of yourself that you have no time to criticise others.

To be too large for worry, too noble for anger, too strong for fear; and too happy to permit the presence of trouble.

To think well of yourself and to proclaim this fact to the world, not in loud words but in great deeds.

To live in the faith that the whole world is on your side so long as you are true to the best that is in you.

Charles H. Tenney & Co.

Managers and Engineers

American Tar Co., Boston, Mass.

Barre and Montpelier Traction and Power Co., Montpelier, Vt.

Concord Electric Co., Concord, N. H.

Consolidated Lighting Co., Montpelier, Vt.

Exeter and Hampton Electric Co., Exeter, N. H.

Exeter, Hampton and Amesbury Street Railway, Hampton, N. H.

Fitchburg Gas and Electric Light Co., Fitchburg, Mass.

Haverhill Electric Co., Haverhill, Mass.

Malden Electric Co., Malden, Mass.

Malden and Melrose Gas Light Co., Malden, Mass.

Peoples' Gas and Electric Co. of Oswego, N. Y.

Rockland Electric Co., Closter, N. J.

Rockland Light and Power Co., Nyack, N. Y.

Salem Electric Lighting Co., Salem, Mass.

Springfield Gas Light Co., Springfield, Mass.

Suburban Gas and Electric Co., Revere, Mass.

The Bristol and Plainville Tramway Co., Bristol, Conn.



